



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, April 4, 2019 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES FOR APPROVAL: July 2, 2019

MEMBERS PRESENT

Sal Sedita, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member, Chairperson
Barbara Broadway, New Castle County, Public Member, Vice-Chairperson
Juli Giles, New Castle County, Professional Member
Debbie Oberdorf, Kent County, Professional Member
Denise Tatman, Sussex County, Public Member
Christine Steele, Sussex County, Professional Member
Maggie Scarborough, Kent County, Professional Member

MEMBERS ABSENT

Judy Dean, Sussex County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Alison Warren, Administrative Specialist III

OTHERS PRESENT

Patricia Anderson
Andy Taylor

CALL TO ORDER

Mr. Sedita called the meeting to order at 9:34 a.m.

REVIEW OF MINUTES

The Committee reviewed the minutes from the March 7, 2019 meeting. Ms. Tatman moved, seconded by Ms. Giles, to approve the March minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Review and Reconsider Instructor Application for Dominic Balascio

The Committee reviewed the original renewal application Mr. Balascio submitted in March 2018. CE modules 1 & 5 were requested, Broker's Course-Real Estate Investment was not. Ms. Giles moved,

seconded by Ms. Broadway to add CE module 1 & 5 to Ms. Balascio's approval letter. Broker's Course-Real Estate Investment will need to be submitted as a new request. By unanimous vote, the motion carried.

Review and Reconsider SCAOR Course Request – Real Estate Issues and the Justice of the Peace Court
The Committee reviewed the additional information presented for this course, requesting approval to include module 5 in addition to 6 & 7 that was previously approved. Ms. Tatman moved, seconded by Ms. Scarborough to approve Real Estate Issues and the Justice of the Peace Court for modules 5, 6, & 7. Module 5 will include the original approval date. By unanimous vote the motion carried.

NEW BUSINESS

Update from Commission

Annual Seminar – Ms. Broadway presented an outline of the seminar to the Committee. The Committee discussed content and some minor changes. Ms. Broadway will make the changes, and the outline will be presented at the next Commission meeting.

Andy Taylor from DAR discussed with the Committee the recommendations sent from the subcommittee that involved CE requirements.

The following topics were discussed:

1. Allowing credit for designation courses and other advanced courses to apply to modules other than elective after a licensee has been through two full renewal cycles. However, all licensees would still be required to take Legislative Update.
2. A waiver of CE requirements for a licensee who has been licensed for more than 20 years.

Recommendations of the number of renewal cycles and the number CE credits for National Accreditation courses will be submitted to the Commission at the next meeting.

Review of Course Provider Application(s)

Ms. Broadway moved, seconded by Mr. Rushe, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

Kent County Association of Realtors

Environmental Issues and the Ordinances that Govern Them **Approved**
Module(s): 6
Credit Hours: 3

Kent County School of Real Estate

Real Estate Pre-Licensing Course **Approved**
Module(s): Pre-Licensing Course
Credit Hours: 99

Omega Real Estate School #0015

Legislative Issues **Approved**
Module(s): 5
Credit Hours: 3

Keller Williams Realty

Introduction to Commercial Real Estate **Approved**
Module(s): 7
Credit Hours: 3

New Castle County Board of REALTORS

Real Estate Pre-Licensing Course **Approved**

Module(s): Pre-Licensing

Credit Hours: 99

Everyday Practices in Agency & Fair Housing **Approved**

Module(s): 1

Credit Hours: 3

Agency & Fair Housing – A Professional Double Hitter **Approved**

Module(s): 1

Credit Hours: 3

Real Estate Documents and Real Estate Practices **Approved**

Module(s): 3 or 6

Credit Hours: 3

Managing Risk for Delaware Real Estate Licensees **Approved**

Module(s): 4

Credit Hours: 3

Real Estate “Jeopardy” – Office Management and Legislative Issues **Approved**

Module(s): 4 or 5

Credit Hours: 3

Legislative Issues for REALTORS **Approved**

Module(s): 5

Credit Hours: 3

Environmental Issues & the Ordinances That Govern Them **Approved**

Module(s): 6

Credit Hours: 3

Practical Tips for Listing Agents **Approved**

Module(s): 6

Credit Hours: 3

Selling HUD Homes: Making is Easy! **Approved**

Module(s): 7

Credit Hours: 3

360Training.com

Community Ethics **Approved**

Module(s): 2

Credit Hours: 3

Bad Loans – Predatory and Fraud **Approved**

Module(s): 7

Credit Hours: 3

Qualifying Buyer and Property **Approved**

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Module(s): 6 or 7

Credit Hours: 3

The CE Shop, Inc.

Assistance Animals and Fair Housing

Denied – No Agency

Module(s): 1

Credit Hours: 4

Code of Ethics in Action: Real-Life Application

Approved

Module(s): 2

Credit Hours: 3

Sex and Real Estate: Sexual Harassment, Sexual Discrimination, & Fair Housing

Approved

Module(s): 7 only

Credit Hours: 3

Marketing, Advertising, & Social Media Compliance

Denied – Basic Level Course

Module(s): 7

Credit Hours: 3

Personal Safety

Approved

Module(s): 7

Credit Hours: 3

Green Day 1: Resource-Efficient Homes: Retrofits, Remodels, Renovations & New Home Construction - **Approved**

Module(s): 7

Credit Hours: 6

Green Day 2: Representing Buyers and Sellers of Resource-Efficient Homes - **Approved**

Module(s): 7

Credit Hours: 6

Affordable Housing: Solutions for Homes and Financing

Approved

Module(s): 7

Credit Hours: 3

Taxes and Real Estate: What You Need to Know

Approved

Module(s): 7

Credit Hours: 3

First Class Properties

Boots to Home buying: VA Lending Basics and Military Veteran Rights

Approved

Module(s): 7

Credit Hours: 3

Delaware Association of Realtors

Real Estate and Ethics – The Only Way to Conduct Business

Approved

Module(s): 2

Credit Hours: 3

Professional Standards

Approved

Module(s): 2 and 7

Credit Hours: 6

Bigger, Better, Faster, More! Changes to Real Estate Documents **Approved**

Module(s): 3

Credit Hours: 3

Cyber Security-Protecting Your RE Business and Clients From Digital Threats **Approved**

Module(s): 4 or 7

Credit Hours: 3

An Introduction for Developing an Ombudsman Program **Approved**

Module(s): 6 or 7

Credit Hours: 3

What's New in 2019? **Approved**

Module(s): 7

Credit Hours: 3

The Frederick Academy of Real Estate

Property Reassessment in Delaware **Approved**

Module(s): 5

Credit Hours: 3

Review of Instructor Applications

Mr. Sedita moved, seconded by Ms. Steele, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried. Ms. Broadway abstained from the review of Elisa Morris.

Lacy Holly III – New Application **Approved**

CORRESPONDENCE

There was no correspondence

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee

PUBLIC COMMENT

There was no public comment

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, May 2, 2019 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Tatman moved, seconded by Mr. Sedita to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:02 a.m.

Respectfully submitted,

Alison Warren

Alison Warren

Administrative Specialist III

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They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.